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Oggetto : Diasorin Board of Directors approves 2024-2027 Business Plan

<p><i>Testo del comunicato</i></p>

Vedi allegato.

DIASORIN BOARD OF DIRECTORS APPROVES 2024-2027 BUSINESS PLAN

"The 2024-2027 Business Plan approved today by the Board of Directors confirms and broadens the strategic trajectories that will drive the evolution of Diasorin in the coming years. The completion of existing strategic projects and the launch of new initiatives will enable and support our growth over the period covered by the plan", commented Carlo Rosa, CEO of Diasorin. "We are very excited about the positioning of Diasorin as we emerge from the pandemic and the Luminex integration, and we are confident that we will continue to drive sustained value for our shareholders as we have consistently done in the past".

GUIDANCE 2024-2027 AT CONSTANT EXCHANGE RATES¹

- REVENUES:
 - 2024: +5% TO +7% EXCLUDING COVID; COVID SALES EQUAL TO ~ 30 €/MLN
 - 2024-2027: HIGH SINGLE DIGIT TO LOW DOUBLE DIGIT INCREASE (CAGR)
- ADJUSTED² EBITDA³ MARGIN:
 - 2024: 32% TO 33%
 - 2027: 36% TO 37%

GROWTH DRIVERS

- IMMUNODIAGNOSTICS: SPECIALTY MENU EXPANSION PAIRED WITH 3RD GENERATION PRODUCTS (MeMed⁴ BV[®], LYMEDETECT[®] AND CALPROTECTIN 3.0) AND U.S. HOSPITAL STRATEGY
- MOLECULAR DIAGNOSTICS: SPECIALTY MENU EXPANSION AND LAUNCH OF TWO NEW PLATFORMS (LIAISON[®] PLEX FOR MULTIPLEXING SEGMENT AND LIAISON[®] NES FOR NEAR-PATIENT TESTING)
- LICENSED TECHNOLOGIES: NEW BIOPHARMA OPPORTUNITIES LEVERAGING THE RECENTLY LAUNCHED INTELLIFLEX[®] PLATFORM

COMPLETE DELEVERAGE OF THE COMPANY BY 2027

- DELEVERAGE PROGRESSION TO ALLOW THE USE OF BALANCE SHEET TO FUEL NEW GROWTH INITIATIVES IN THE YEARS TO COME

Saluggia (Italy), December 15, 2023 - The Board of Directors of Diasorin S.p.A. (FTSE MIB: DIA) examined and approved today the 2024-2027 Business Plan, which reaffirms the focus of the Company on executing the strategic projects presented during the 2021 Investor Day. Diasorin enjoys after Luminex acquisition a more balanced and diversified portfolio of products and technologies, capable of capturing different growth trajectories, and a much greater critical mass and presence in the U.S., the biggest IVD market in the world and the most rewarding one for innovation. Luminex acquisition has allowed Diasorin access to the multiplex technology and to fortify its molecular diagnostic franchise, while at the same time to enter the life science business with a unique technology appreciated by the major players of this market. All of this has increased the capability of the Company to better navigate the new challenges posed by the recent macro-economic and geo-political developments, while continuing creating value for its shareholders.

Below is an overview of the main strategies and programs across Diasorin three franchises.

1. IMMUNODIAGNOSTICS

"Value Based Care" products or 3rd generation immunodiagnostic products: feature solutions that leverage the use of algorithms or measure the host immune response signals coupled with artificial intelligence to provide physicians better clinical value and answers to unmet needs. These include the partnership with MeMed, for the innovative MeMed BV[®] test that differentiates bacterial from viral infections, as well as the partnership with QIAGEN for the use of the QuantiFERON[®] technology to diagnose TB and Lyme infections. Another innovative product that will enrich the pipeline is Calprotectin 3.0, a new immunoassay able to provide differential diagnosis between Inflammatory Bowel Disease and Irritable Bowel Syndrome, through novel combined biomarkers and machine learning tools.

¹ In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. dollar: 1.10 USD per EUR)

² Without non-recurring Luminex acquisition and integration costs

³ EBITDA is defined as the "Operating Result", gross of amortization and depreciation of intangible and tangible assets. EBITDA is a measure used by the Company to monitor and evaluate the Group's operating performance and is not defined as an accounting measure in IFRS and therefore shall not be considered an alternative measure for assessing the Group's operating result performance. Since the composition of EBITDA is not regulated by the reference accounting standards, the criterion of determination applied by the Group may not be homogeneous with that adopted by other operators and/or groups and therefore may not be comparable.

⁴ Advanced host immune response product

LIAISON® XXL: the new immunodiagnostic analyzer that will gradually substitute the LIAISON® XL platform. Allowing laboratories to get higher productivity and manage bigger testing volumes, the LIAISON® XXL has specifically been designed in response to the growing laboratory consolidation trend.

2. MOLECULAR DIAGNOSTICS

Diasorin strategy with regards to molecular diagnostics hinges on the launch of 3 new platforms.

LIAISON® MDX+: the single/low-plex “specialty box”, which offers laboratories the possibility to run targeted high specialty tests, some of which unique to Diasorin menu. This analyzer will gradually replace the existing LIAISON® MDX platform.

LIAISON® PLEX: the new multiplex platform that will feature the cutting-edge “flex” technology, which will offer customers the option of full customization of the panel results, thus lowering the multiplexing testing cost, with the opportunity to unlock additional panel results using credits.

LIAISON® NES: the new Point-of-Care platform will address the growing diagnostic decentralization trend that is driving the need for fast and accurate testing with a lab-like quality in near patient settings, by offering high quality, cost effective low-plex testing, generating results in approximately 15 minutes.

3. LICENSED TECHNOLOGIES

The newest addition to the Licensed Technologies portfolio, the **xMAP Intelliflex®** platform, will allow to strength existing partnerships and to develop new business opportunities in the biopharma market, thus further fostering the development of this business line.

Note that this press release contains forward-looking statements about the Group’s intentions, beliefs and current expectations with regard to its financial results and other aspects of the Group’s operations and strategies. Readers of this Press Release should not place undue reliance on such forward-looking statements, as final results may differ significantly from those contained in the above-mentioned forecasts owing to a number of factors.

This press release is available to the public at the registered office of the Company and is also published on the Company’s website (www.diasorin.com) under the section “Investors - Financial Corner - Press releases” and on the authorized storage system named eMarket STORAGE at www.emarketstorage.com.

2023 INVESTOR DAY: VIDEO STREAMING ON DIASORIN.COM WEBSITE

Diasorin management will present the new Business Plan to the financial community in a dedicated event starting at 5:45 p.m. CET, 4:45 p.m. GMT, 11:45 a.m. EST on December 15, 2023. The event will be available for video streaming on the Group website at the following link: <https://int.diasorin.com/en/investors/investors-day>.

The supporting slides will be made available prior to the beginning of the event at the same link and on the authorized storage system named eMarket STORAGE at www.emarketstorage.com.

A recording and transcript of the video conference will be made available after the end of the event at the same link of the presentation.

About Diasorin

Headquartered in Italy and listed at the Italian Stock Exchange in the FTSE MIB Index, Diasorin is a global leader in the In Vitro Diagnostic (IVD) field and is active since 2021 in the Life Science business. For over 50 years, the Company has been developing, producing and marketing reagent kits used by diagnostic laboratories worldwide.

The Group operates in 5 continents through 35 companies, 4 branches, 10 manufacturing facilities and 9 research and development centers. The extensive diagnostic testing and Life Science offer, made available through continuous investments in research, positions Diasorin as the player with the broadest range of specialty tests available within the diagnostic market, and identifies the Group as the “Diagnostic Specialist”.

More info at www.diasorin.com

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Fine Comunicato n.0957-51

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